

Message Text

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PAGE 01 ACCRA 01763 031659Z POSS DUPE
ACTION AF-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----105555 042018Z /41

R 031211Z MAR 78
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 2487

UNCLAS ACCRA 1763

E.O. 11652: N/A
TAGS: BEXP GH
SUBJECT: WTDR/FTI: WEST COAST TRADERS & CONSULTANTS LTD.

REF: USDOC 01586

1. GHANA
OFFICE USE: 2. 749 3. 0033800 4. 01
5. WEST COAST TRADERS & CONSULTANTS LTD.
6. P.O. BOX 362; 10 CANTONMENTS RD., OSU
7. ACCRA
8. CONTACT: MR. VIDAL L. BUCKLE
9. TITLE: MANAGING DIRECTOR
10 PHONE: 75468 11. TELEX: NONE
12. CABLE: ULYSSES ACCRA
13. ESTBL: 1970 14. EMPL: 8 15. SIZE: SMALL
OFFICE USE: 18. N/A 19. N/A 20. N/A 21. N/A 22. N/A
23A. 36620/235 AGT. DIST. IMP. OF RADIO AND TV BROADCAST EQUIPMENT;
23B. 36790/235 ELECTRONIC COMPONENTS AND PARTS;
23C. 35230/D INT. IN REP. U.S. MFRS. OF FARM MACHINERY,
23D. 35310/D CONSTRUCTION MACHINERY AND RELATED EQUIPMENT,
23E. 35700/D AND OFFICE MACHINES
23. FOREIGN SALES: LOCAL ONLY
25. FINANCIAL REF: GHANA COMMERCIAL BANK, HIGH STREET BRANCH, P.O.
BOX 2971, ACCRA
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26. TRADE REF: N/A
27. FOREIGN FIRMS REPRESENTED: AGENCY REP. OF GATES BROADCAST
PRODUCTS DIV., HARRIS CORP., 123 HAMPSHIRE ST., IINCY, IL. 62301,
RADIO AND TV APPARATUS, ACQUIRED 1971; RF COMMUNICATIONS DIV., HARRIS
CORP., 1680 UNIVERSITY AVE., ROCHESTER, N.Y. 14610, COMMUNICATIONS
SYSTEMS, ACQUIRED 1972.
28. POST EVALUATION: THIS SMALL, GHANAIA FIRM IS BASICALLY A

COMMISSION AGENT SPECIALIZING IN RADIO AND TV APPARATUS AND TELECOMMUNICATIONS EQUIPMENT. IT HAS APPARENTLY MADE SUBSTANTIAL PROGRESS IN PENETRATING A COMPETITIVE MARKET: IMPORTANT CUSTOMERS ALLEGEDLY INCLUDE GOVT-OWNED BROADCASTING STATIONS, POSTS AND TELECOMMUNICATIONS

CORP., THE POLICE AND ARMY. SALES REPORTEDLY INCREASED BY ABOUT 20 PERCENT ANNUALLY DURING INITIAL THREE YEARS OF OPERATIONS TO CEDIS 300,000 (APPROX. DOLLAR 260,000) IN 1974 AND ARE STATED TO HAVE REMAINED VIRTUALLY STABLE THEREAFTER. ACCORDING TO TRADE CONTACTS, SUCCESS IS DUE MAINLY TO THE COMPETENCE AND AGGRESSIVENESS OF THE SALES FORCE. FIRM PLANS TO EXPAND INTO UNRELATED PROUCT LINES AND IS SEEKING FRACHISES FOR U.S. MFRS. OF FARM AND CONSTRUCTION EQUIPMENT AND OFFICEMMACHINES. WEST COAST TRADERS HAS NO BORROWING HISTORY AND NOTHING DEROGATORY IS AVAILABLE FROM LOCAL BANKS OR TRADING SOURCES. EMBASSY RECOMMENDS COMPANY AS SUITABLE TRADE CONTACT FOR U.S. FIRMS. IT SHOULD BE NOTED, HOWEVER, THAT GHANA SUFFERS SEVERE FOREIGN EXCHANGE CONSTRAINT; IMPORT LICENSES AND LETTERS OF CREDIT ARE VERY DIFFICULT TO OBTAIN, EVEN FOR GOVERNMENT-CONTROLLED COMPANIES. FIRMS WITH EVEN THE BEST CREDIT RATING MUST REMIT UNDER LETTERS OF CREDIT, SINCE OTHERWISE THEY CANNOT USUALLY TRANSFER FUNDS ABROAD.

29. REP: PETER A. HENNISON APPR: ALBERT L.GLAD. SMITH

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NNN

Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Control Number: n/a
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Draft Date: 03 mar 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978ACCRA01763
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780099-0903
Format: TEL
From: ACCRA
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t197803112/aaaadrbc.tel
Line Count: 84
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Litigation Codes:
Litigation History:
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Office: ACTION AF
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Reference: n/a
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Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
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Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3135236
Secure: OPEN
Status: NATIVE
Subject: WTD/FTI: WEST COAST TRADERS & CONSULTANTS LTD.
TAGS: BEXP, GH
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/0bc5bab9-c288-dd11-92da-001cc4696bcc
Review Markings:
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